

THE PALACE IN THE WOODS.

TOOK HIGH POSITION

America's Prominent Place at the Peace Conference.

ACCOUNT OF ITS INSIDE WORKINGS

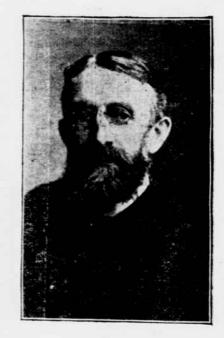
Progressive Plans Were Usually Blocked by Germany.

RUSSIA'S REAL DESIRES

Written for The Evening Star.

This article is the result of a special fourney made to The Hague by Edward Marshall, the well-known war correspondent. Mr. Marshall's introductions and close personal acquaintance with the American delegates afforded him many facilities not offered to other men who went to the peace conference to write. It will be remembered that during the Spanish war in Cuba he was so terribly wounded that he has practically lost the use of his limbs, and this journey to The Hague theroic in the circumstances) was the first important enterprise which he has been able to undertake since his dreadful experience on the battlefield. He was admitted to the Palace in the Woods through special arrangements made by the Dutch government and was accompanied while there by a representative of Holland's little queen, while a detail of Dutch soldiers was told off to give him such physical assistance as was necessary in getting about the building. During his stay in The Hague he was photographed at the special request of the czar. Mr. Marsbail's wide experience in European correspondence, his broad information and his personal acquaintance with the delegates, make this article of more than ordi-

THE HAGUE, July 6, 1800. Every important nation represented at the peace conference, excepting only Germany, had a war on its hands when its delegates



Andrew D. White,

Chairman Peace Commission talked peace. The United States was fighting in the Philippines, France was fighting in Algeria and had by no means secured peace in Madagascar. England is never without its little wars in India and in others of its coionial possessions. Russia inside of three weeks had three small insurrections to put down and was fighting the natives in China. Holland for twenty-five years has been conducting war in Sumatra. While the French delegates sat and calmly discussed means of wiping out international warfare some of the most present. warfare some of the most prominent and



Captain Mahan, Of the Peace Commission.

were trying to overthrow the republic at home, and President Loubet found it nec-essary to call out 15,000 soldiers to guard him while he drove less than five miles to

Besides these actual warlike disturbances jections whatever to the presence of jour-nalists at the opening session of the conthere rose on the horizon a black cloud in-dicative of an armed struggle between the English government and the Boers in South English government and the Boers in South
Africa—a cloud which has by no means been dispelled as yet.

Certainly there was reason for the meeting by the delegates themselves. Their secretaries and other employes literally could not find standing room. Sixty feet above

Hague to talk of peace. Ten times their number, while they sat in conclave there, were busy in their respective nations planning war.

A Change of Feeling. To an American layman among the deleand the Dutch government, which had charge of the arrangements, out of courtesy to the delegates, settled upon the plan of admitting one newspaper representative for each of the important countries. It was owing to this plan, which the crowded condition of the hall made absolutely necessary, that the amusing tale was published saying that certain newspapers had been solemnly selected by the conference as the representative journals in their respective countries. After the first day I was the only newspaper man admitted to the Palace in the Woods, and I was not admitted as a working journalist.

The general belief was, when the congates it was intensely impressive to reflect on the change in the position of the United States in the family of nations which the Spanish-American war has brought about. I have been much in Europe and much with European diplomats. I know that while their feeling toward America has, in the past, been friendly enough, they still failed to take us seriously. It did not occur to them that we were a people likely to either help or hinder their plans. If the peace conference had been called a very regreated and help or hinder their plans. If the peace conference had been called a year ago and our delegates had attended they would have been treated courteously, but their opinions would have had little weight in the deliberations of the body. As it was, Andrew D. White, Seth Low, Captain Mahan, Frederick D. Hol's and Captain Crozier formed a group which was really the center of interest around which the peace conference revolved. Not even the Russian delegates. revolved. Not even the Russian delegates, representing the monarch who called the

Seth Low,

conference, were regarded by the others with the interest shown in the Americans.

The first question asked by a European

will Germany think of it? or what will

France think of it? but what will the

Poor Old Spain.

Another interesting result of the war was

the absolute unimportance of the Spanish

haughty hidalgos received no more consid-

eration than did the delegates from Servia or Siam. As they left the door of their apartment in the Hotel Vieux Doelen they

saw in the little flag nailed on another

door, almost adjoining, the symbol of the

nation which rose through their fall, and

nation which rose through their fall, and they went quietly to the sessions entirely bereft of the pompous self-importance which in all times gone by has marked the conduct of the Spaniard on such occa-

Spain alone of all the nations represented

made not one single proposition to the conference during the first three weeks of

its existence. Even little Servia had a mes-sage to the conference, but poor Spain, dis-

heartened and bowed down, did naught but

The dining room of the Hotel Vieux Doe-

len is a superb apartment with a ceiling about forty feet from its highly polished hard wood floor. At any time from 8 to 10

o'clock in the morning one of its small ta-bles was likely to be occupied by one or more of the men who came here from the

er, with the whitened hair which is as much the result of unremitting mental toll as it is of age, made the final plans of the

tary, while he drank coffee and munched his Dutch rolls. Capt. Mahan and Capt.

Crozier frequently ate together, while the secretaries and employes of the delegation occupied another table. The elaborate re-

spect which delegates from other countrie

showed to the Americans was much great-er than the careful courtesy which men of

their stamp would naturally exhibit toward

the German delegates, but nothing more, and vice versa. When, however, either passed the American delegates or met them

in the smoking room the salute was sure to be not only pleasant, but profound.

What America Asked For.

The Americans went to The Hague in-

structed to try to bring about a permanent

board of arbitration made up of members

of the state departments of all nations; to

bring about the abolition of privateering

on the high seas during war; the neutralization of all floating property owned by

private owners and not by belligerent gov-ernments, and the measurement of indem-

nity, not by the nations at warfare, but by a jury of the other nations. How many of these things were accomplished will be definitely known by the time this article is

printed, for this congress will probably have adjourned by then and the ocean tel-

egraph will have told the story of its clos-

ing work. But the inside tale of how that work was done is never likely to be told in full, although some interesting details can

The secrecy which was decided upon and widely criticised was an absolute necessity.

The admission of working newspaper rep-resentatives to the sessions of the confer-ence would undoubtedly have prevented the accomplishment of anything whatever.

Many Misunderstandings.

There were many misunderstandings and

mistaken reports concerning the matter of

press representatives. There were no ob-

ference, but the hall in which the meeting

e given here.

Russians would bow pleasantly to

than did the delegates from Servia

delegate who had something to propose not what will Russia think of it? or

delegation. Poor, broken Spain.

United States think of it?

Of the Peace Commission.

as a working journalist. The general belief was, when the conference began, that England and the United States would work absolutely in harmony. They did to some extent support each other's propositions, but it was against the will of England that the American plan of arbitration and mediation was selected by the conference as the one to be most carefully considered. Three plans were submitted—one by America, one by Russia and one by England. Not Taken Seriously.

the floor of the hall, under the very top of

The idea of disarmament was promptly abandoned as impracticable. It instantly became evident that not one delegate had taken this proposition seriously, and the conference did not even take time to discuss it in committee. It was in these committee meetings and not in the sessions of the conference that the real work was accomplished

It was in one of the first committee meet-ings that the delegates for these European It was in one of the first committee meetings that the delegates for these European countries which had endeavored to conspire against us at the time of the Spanish-American war showed their hostile hands for the first and last time. At this meeting it became evident that certain governments intended to take advantage of the peace conference to clip the wings of the American eagle. Within the year they had been taught that these wings were mighty and were capable of carrying the interesting bird not only from ocean to ocean in his own dominion, but wherever else he pleased to soar. This effort on the part of the Europeans to prevent future American fights came in the shape of a blow at America's Nicaraguan canal plan.

There is no American enterprise at which Europe looks with more suspicion and dread than she does at the probability of complete American control of this proposed water highway between the two greets.

American control of this proposed water highway between the two great oceans. It fell to the lot of Frederick W. Holls, the secretary of the American delegation, to dis-secretary of the American delegation, to dis-cover a little joker in one of the proposi-tions submitted which might have resulted seriously. This joker was a passage adroit-ly and diplomatically worded which pro-vided for nothing less than control by a committee of the powers of all interoceanic canals in time of war. Mr. Holls so vigorously and completely shattered this bright European dream that Europe could no longer doubt the ability of our delegates to look after the affeirs or doubt. ook after the affairs or doubt the positive certainty of a firm stand on the part of the United States against anything which might in the slightest degree prove contrary to the interests of America.

Rules of Warfare.

The greatest secrecy was maintained throughout concerning the plans of the conference in relation to a revision of the rules of actual warfare. Early, in the private gossip of the delegates, came talk about a sensational possibility. It was very generally believed by some that the actions of Spain during the war in Cuba would be carefully investigated by the conference, and that some of her violations of the ac-cepted rules of warfare would be proved by testimony, which would form the basis for testimony, which would form the basis for new regulations. The fact that Spanish officers, high in command, ordered their troops to fire on our Red Cross flags, that attacks had been made on our wounded as they were taken from the battlefields, and that the Red Cross flag had been used by the Spaniards as a mask for their batteries, was freely commented on. The possibility that I myself might be called as a witness before one of the subcommittees was early suggested by two members of one of the European delegations. The American dele-gation, however, immediately saw the inad-visability of introducing any such note of land of the stars and stripes. Mr. White, delicate and fragile in appearance, with the deep-set eyes of the penetrating thinkdiscord into the conference, and it was de-cided, in consequence, to avoid action of any kind along these lines, although the delegates all realized the necessity of some as it is of age, made the inai plans of the delegates' work while he ate his simple breakfast. Mr. Holls, tail, fat, bald-headed good-natured, read the amazing mail which poured in to him as the American secrecomparatively immediate congress at which these matters could be discussed. This it was that gave rise to the announcement that a second Geneva conference would be one of the prompt results of the congress at The Hague. The work of the American delegates was

never finished. It began with the rising of the sun and ceased not with its going



Mr. Frederick Holls, Secretary of American Delegation at Peace Conference.

down. It was the impression of many delegates, as well as laymen, before the conference began, that the gathering would be a junket, but the preponderance of serious design among the American, English and Russian delegates became instantly apparent when the conference met. The English and American delegates had evidently gone to The Hague with the dignified and earnest intention of accomplishing something along the lines which the czar had laid down. The German delega-

tion had as evidently gone there with the firm intention of preventing any useful work in these directions. The members of the Russian delegation weren of course de-sirous of glorifying their ruler.

A Policy of Obstruction." The appointment by Emperor William of Stengel, an avowed and recorded advocate of war, was much more seriously regarded by the delegates of other countries than they permitted the journalists to know. This appointment, with certain actions on the part of the German delegates, quickly outlined the emperor's policy of obstruction. If by the time this article appears in print some of the larger plans of the other participating powers, motably the establishment of a permanent board of arbitration and mediation, have not been finally adopted it will have been purely because adopted, it will have been purely because of Germany's hindrance. The plans of no delegation were more frequently interfered with by Germany than those of the able gentlemen who represented the United

Russia's attitude was, of course, intensely interesting. It is not likely that any of the delegates believed entirely in the absolute sincerity of the Great White Czar, who, sitting in his palace in St. Petersburg, had spoken through the mouth of Count Moravier, his prime minister. It was impossible that the czar should be-lieve that all his lovely dreams of boundary lines marked oy olive branches and loving white doves as intercapitalian messengers could be realized in truth.

Russin's Insincerity. With all due respect for and much admiration of the emperor of all the Russias, it may be readily believed that his letter to the nations, inviting the peace conference, was induced much more by a desire to hide Russian grabs in China and outrageous Russian oppression in Finland; to counteract the effect of Tolstoi's cam-paign in behalf of the Russian Quakers and against compulsory military service, and to generally hoodwink the world's diplomat-ists and politicians, than to bring about the distandment of armies and the cessation of war. But Russian sleeves are large and commodious and afford much room for side issues. Up the sleeve of the czar was the realization that whether or not his the dome, is a little circular gallery.

This furnishes crowded sitting room for about eight people, and is the only place from which the interior of the hall can be peace conference manifesto resulted in bringing about the political ends which have been mentioned, it could still scarcely fail to redound to his own credit. What seen. It was decided to offer this gallery to as many journalists as could get into it, and the Dutch government, which had spectacle could be loveller than that of this reformed ruler in his new role of the uni-

versal peacemaker?
The sessions of the conference in the Palace of the Woods were interesting to watch because of their absolute lack of formality. It might have been expected that this gathering of diplomatists would be the most formal of all bodies in its probe the most formal of all bodies in its procedure, but the choice of M. de Stael, the head of the Russian delegation, as president made this impossible. De Stael is a weazened little old man, with a tendency toward doddering on his legs. But despite his age, he has no tendency toward senility in his mind. He exhibited, however, some unique and eccentric ideas of the duties of a presiding officer. He opened the sessions by striking his desk a gentle tap with the gavel. There was no prayer, there were no opening exercises whatever, except this wooden mallet's blow. Then he sat down wooden mallet's blow. Then he sat down and left the delegates to their own devices. There was no "getting the floor," there were no parliamentary practices at all. The delegates simply talked in French with an occasional lapse into their native tongues. At times, under this system, the conference became a perfect Babel.

Adjourning the Sessions.

None of the sessions were lengthy, and the way in which they were terminated was quite as unique as the manner in which they were opened. M. de Stael would quietly slip out of his chair and go away. Sometimes this merely meant that he wished to speak to a delegate on the floor or visit a committee room. But if it chanced that he thought that the delegates had talked enough, he did not return. For course, it was impossible for the delegates to know if his absence was to be briefly permanent without waiting for him to came back. If, after waiting for him a reasonable time De Stael did not reappear, the delegates went home.

Notes were taken in the simplest manner possible. A motion having been read, De Stael asked the delegates if they liked it. Some of them said yes, some of them said no. De Stael gave a fairly close guess as to the number on each side and the fate of the motion was decided. Such was the procedure of the peace conference from the beginning.

beginning.

There was as little of ceremony about the way in which the delegates were treated by the Dutch government as there was about the way in which they conducted their deliberations. One or two official receptions and dinners of which Holland's charming little queen played her part pleasantly, as she ever does, constituted all the official entertaining. There were few exchanges of social visits between the delegates.

Where Our Delegates Lived.

The quarters of the American delegation at the Hotel Vieux-Doelen were elegant and commodious. It is one of the most extraordinary structures in Europe and dates back to about 1470. It is at the same time, however, much better managed and equipped than most European hotels. In view of the coming of the American delegation its owner bought a large adjoining residence which he turned over entirely to our representatives, giving them their own enrance and at the same time connecting them by means of new doors and new corridors with the body of the hotel proper.

The rooms were furnished in the florid gold and red which is likely to prevail wherever a Dutchman thinks elegance is necessary. For some reason Seth Low did not take advantage of these fine quarters, but went alone to the Hotel Belle Vue, where Mrs. Low joined him shortly after the sessions of the conference began.

The complete apathy of the Dutch public

concerning the doings and personality of the peace delegates was quite as surprising as their own lack of ceremony in conducting the conference. Only one delegate went habitually to the sessions of the conference in uniform, and he, strangely enough, was Capt. Crozier, the American attache. lieve, although I am not certain, that some regulation of the service made it necessary for him to wear the sober and impressive uniform of the United States army at the sessions of the conferences. The czar sent a special photographer to The Hague for the purpose of making pictures of the delegates for a great album to be kept in the Winter Palace at St. Petersburg. When this photographer was at work the foreign delegates made bright spots of color in the court yard of the Vieux-Doelen. Characteristic uniforms, covered with decora-tions and bedecked with gold lace, appeared by the dozen, but the moment the pho-tographer went away the informal dress

which was worn at the sessions of the con-ference was immediately resumed. The only decorations indicating that a great international gathering was in session at The Hague were the dozen or so of flags whose gorgeous folds draped impressively against the old red of the bricks in the Hotel Vieux-Doelen's front. They were the flags of the delegations quartered there.

Attracted Little Attention. The coming of the delegates from all

parts of the earth on their tremendous mission attracted no attention whatever from the lay citizens of this picturesque, military-ridden, gin-besotten, beautiful old town. During all my stay here I have seen practically no manifestation of any interest in the presence of the delegates. A company of stupid-faced Dufch soldiers, tight-trousered and Scotch-capped. With a discordant band at its head, never failed to draw the people of Gravenhagen from their homes and their business places in curious mobs; but during my stay at The Hague I have not at one time seen more than a dozen people gathered to watch the delegates or do honor to the conference.

Whatever happens before the conference adjourns; whatever results are achieved by it; whatever failures mark its sessions; whatever successes are its srecord, the United States of America may feel perfectly certain that its interests have been guarded carefully, that its dignity has been preserved, and that its influence on this most important international movement has been felt as strongly if not more strongly than that of any other nation represented. in the presence of the delegates. A com-

ed.

While I am writing this it looks as if practical provision for mediation and arbitration will really be incorporated into international law. Mr. Seth Low, whose influence toward good international government has been exerted at The Hague with as much earnestness as he ever exerted toward the promulgation of his ideas of good government in municipal, state or national matters at home, expressed to me this opinion:

Mediation and Arbitration. "It must be by the route of mediation and arbitration that will recognize the in-

will progress toward the poet's dream of the parliament of man. In the meanwhile, I think the steps likely to be taken will depend so entirely on the voluntary actions of the nations that no reaction is to be dreaded. In other words, I think we shall give popular opinion a chance easily to substitute arbitration for war, and this being done, public opinion must do the

rest."

With, as the member of its delegation next most important to Andrew D. White



Mr. Edward Marshall,

From Photo taken at The Hague at the special request of the Czar. its chairman, a man with ideas as simple its chairman, a man with ideas as simple and as sensible as these, America would need to have no fear of the record she would make at the peace conference, even without the all-seeing and all-managing Secretary Holls without the greatest naval expert in the world, Capt. Alfred T. Mahan, and without the intimate knowledge of military affairs possessed by Capt. Willard F. Crozier. It is impossible to doubt that the business-like attitude taken from the first by the American and British delegations by the American and British delegations had done more than any other one thing to save the conference from practical failure.

EDWALD MARSHALL.

CURIOUS WILLS.

Testators Who Made Unusual Disposition of Property Left by Them. From Ally Sloper.

A testator, who evidently intended to thwart his relatives and be a benefactor to the lawyers, gave to certain persons "as many acres of land as shall be found equal to the area inclosed by the track of the center of oscillation of the earth in a revolution round the sun, supposing the mean distance of the sun 21,600 semi-diameters of the earth from it."

Sir Joseph Jekyll left his fortune to pay off the national debt. When Lord Mansfield heard of this he said: "Sir Joseph was a good man and a good lawyer, but his be-quest was a foolish one; he might as well have attempted to stop the middle arch of Blackfriars bridge with his full-bottomed

Lord Pembroke gave "nothing to Lord Say, which legacy I give him because I know he will bestow it upon the poor;" and

Dean Swift's character was exemplified in his will. Among other things, he be queathed to Mr. John Gratton of Clonme than a silver match box, "in which I desire the said John to keep the tobacco he usually cheweth, called pig-tail."

In an interesting book called "Curiosities

of the Search Room," published by Chap-man & Hall, some eighteen years or so ago, will be found the following remarkable bequest made by a Mr. Jonathan Jackson of Columbus, Ohio. In his will he left orders o his executors to erect a cats' home, the plans and elevation of which he had draws out with great care and thought. The build ing was to contain dormitories, a refectory, areas for conversation, grounds for exer-cise and gently sloping roofs for climbing; with rat holes for sport, and an "audito-rium." within which the inmates were to be assembled daily to listen to an accordion, which was to be played an hour each day by an attendant, that instrument being the nearest approach to their natural voices. An infirmary, to which were attached a surgeon and three or four professional nurses, was to adjoin the establishment. No mention seems to have been made of a chapel or a chaplain! The testator give as his reason for thus disposing of his prop-erty that "it is man's duty as lord of anito watch over and protect the losser and feebler, even as God watches over and

protects man."

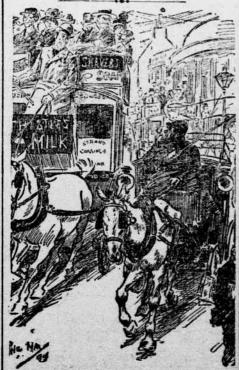
In cases of emergency there is sometimes no time to call in a solicitor, so you must either make your own will or die intestate. There was a case once where a gentleman went out shooting, and in getting over a hedge the contents of the gun were lodged in his body. A friend and a gamekeeper immediately ran to his assistance, but the unfortunate man found he was sinking fast and had but a few minutes to live. He asked for a pencil and paper, and his friend bringing out his pocket book, the wounded man wrote on one of the blank leaves: "My will—I leave all to Peggy." He then signed it, his friend and the gamekeeper doing the same, and in a few minutes later the poor ellow died, with his wife's name on his

By this will, which was perfectly valid. the wife to whom he was fondly devoted was properly provided for. Without it she would have starved, as her husband's property would have gone to his heir-at-law who was a reprobate cousin.

He Stood Corrected. From the Chicago Tribune.

"Cooking school? H'mph! I suppose you've learned everything except how to bake bread, young woman?"
"Yes, sir. We don't bake bread at cooking school."
"Oh you don't?"

"Oh, you don't?"
"No, sir. We bake the dough."



'Bus Driver (to Cabby, who is trying to lash his horse into something like a trot)—
"Wot's the matter with 'im, Willum? 'E don't seem 'isself this mornin'. I believe you've bin an' changed 'is milk!"—Punch. terdependence of nations that the world

OUR TRADE RIVALS

Germany is the Country We Have Most Reason to Fear.

HER BUSINESS MEN ARE VERY KEEN

They Are Always on the Lookout plow by the American farmer, but they seemed to satisfy the Russian. At any rate, they have taken possession of the market. to Get a Foothold.

IMITATE OUR PRODUCTS

Written for The Evening Star.

"Germany is today the most dangerous trade rival of the United States and the competitor from whom we have most to fear," said Mr. Ulysses D. Eddy, president of the firm of Flint, Eddy & Co., one of the largest exporting houses in the country, in

answer to an inquiry on this subject.
"During the past decade German manufacturers and exporters have made determined efforts to capture a large share of the world's trade, especially in markets that were newly opening. In these efforts they have been heartily aided by the German government and they have certainly made great progress.

"They have pushed their goods in every way possible; by means of an army of trained salesmen, by a careful study of the demands of foreign markets and by special trade concessions obtained through the influence of their government. In all such markets as South America, Africa and the orient the American exporter finds the Ger-man a vigorous and formidable rival. Americans have been disposed to let their goods make a way for themselves in for-eign markets, and it must be admitted that they have done this successfully. But if the manufacturers and exporters of the United States cherish an ambition to secure first place in the competition for the world's markets it will be necessary to bestir them-selves vigorously. The contest which is to decide this question has begun, and the next few years will go far toward deciding it. It will not do to leave the Germans out of calculation in this struggle. They are the most patient, aggressive, pushing seek-ers after new markets in the world at the present time.

Sharp Competition.

The view of the case which regards Germany as our most dangerous trade rival no doubt will surprise those who have been congratulating themselves on the fact that we are selling locomotives and steel rails and clocks and lawn mowers to England. It is true, however, that Germany has been doing exactly the same thing. German cutlery and American cutlery have German cuttery and American cutery have met edge to edge in the English market. German machinery has run opposition to American machinery in Russia, South Af-rica and Australia. German print cloths and boots and shoes have shared with American products in the same lines the task of clothing the South Americans. In every new field in which the American ex-porter has gone he has found the Ger-

man making his way.

This does not remove England as a factor in the situation. England exports today about the same amount that she did twenty years ago. The increase in the world's trade during this period has been

Great Great United States, 1880...\$1,115,000,000 \$720,000,000 \$835,000,000 \$835,000,000 \$857,000,000 \$898...\$1,163,000,000 900,000,000 1,233,000,000 On the face of it, this is a flattering showing for the United States. In 1898 Great Britain exported about the same amount as in 1880 and less than in 1890. During the same period the Germans went ahead then, after giving other equally peculiar same period the Germans went ahead legacies, he finished with: "Item, I give up steadily with a gain of about 33 per cent in r export business. In the same time the United States made a gain of over 45 per cent, and her foreign sales, amounting to nearly a billion and a quarter dollars last year, made her the greatest exporting na-

ion in the world. Raw Materials and Manufactures.

The surprising total of American exports for 1898, however, was affected by our vast shipments of raw materials, including the trade of countries supposed to be favor-breadstuffs. Taking into account manufactured articles alone, our exports amounted to \$340,000,000. The ratio of increase in manufactured exports has not been so high for Germany because she was already ex-porting several times as many manufac-tured articles as the United States, but her actual growth has been great. The race for trade supremacy has been nip and tuck between these two for the past decade, and he end is not yet.

the end is not yet.

An American exporter, who has given careful attention to this subject, puts the situation as follows:

"England has had her own way in foreign

trade so long that she thought she could keep it forever. She paid little attention to the competition that was growing up, and in fact, went to sleep. Meanwhile, the Ger mans and Americans have been reaching out for new markets, and they have been doing it in characteristic ways.

"The Americans have tried to turn out a superior quality of goods and have relied on their goods to make their own way. The Germans, on the other hand, have given careful study to the demands of different commercial countries, and have tried to commercial countries, and have tried to meet these demands in the cheapest way. Their salesmen have gone everywhere drumming up trade. If they found Ameri-can goods in a particular line of the countries of the drumming up trade. If they found American goods in a particular line selling well they set to work to imitate these in a cheaper quality. If a firm in Timbuctoo wanted to give an order for a dozen papers of pins, some German would be on hand to agree to make up the pins in the particular style that the Timbuctoo mershant wanted

style that the Timbuctoo merchant wanted.
"Americans are apt to refuse such small business. They are disposed to look upon foreign trade as secondary to the home market, and to have a 'take it or leave it' attitude toward the foreign buyer. Must Study Foreign Needs.

"This is well enough in the presence of such a large home demand as the good times have brought at present. But the time will come when we shall want a foreign outlet again, and we shall find it close to us if we refuse foreign orders now. The patient, persistent work of the Germans is telling all the time. What the American exporter must do, and do at once, if he wants this country to hold first place in the competition for foreign trade, is to study the foreign markets and methods of doing business more carefully, to ous of doing business more carefully, to send out expert salesmen to drum up or-ders, and to turn out goods made after the patterns to which foreign buyers have be-come accustomed."

In the newer markets of South America, Africa and the orient the competition be-tween the Germans and Americans is keenest. American exporters have many stories to tell of the devices by which the Ger-mans have attempted to capture trade in mans have attempted to capture trade in these markets. One means is by the imitation of American goods. Our exporters say that no sooner does any line of American manufactures begin to make headway in a foreign market than the German dealers put out an imitation which is much the same in appearance, but of a decidedic same in appearance, but of a decidedly poorer quality.

For example, a few years ago American

plate glass began to sell extensively in South American countries. While not able to drive it out by glass of the same grade, the Germans found a way to do so by tak-ing advantage of the customs laws.

Undersell Americans. In most of the South American countries

the tariffs are in the form of specific duties computed on the weight of the article. The German manufacturers put into this market a variety of glass that had the same finish as the American kind, but was of a poorer quality and only about half as heavy. They made a saving, therefore, both in the cost price and in the customs duties they were forced to pay. They were able to undersell their American competitors, and took a share of the trade away from the latter, although with an inferior quality of goods.

quality of goods.

American scientific and mechanical instruments have been introduced into the Latin American countries to a considerable extent. In nearly every instance the Ger-

mans have made special efforts to capture this trade. The Americans send out carpenters' compasses which sell for \$1\$ a pair. Immediately the Germans put on the market a poorer compass made in the same form, but selling for 60 cents a pair. An American workman would refuse to use them, but the native mechanic in most of these countries takes the cheapest he can get without regard to quality.

The Germans found, a few years ago, that American plows were being sold in Russia. They promptly put into the market a lighter and therefore a cheaper and less durable plow. It would not have answered for the rough work required of a plow by the American farmer, but they

They Overlook Nothing.

The same process has been repeated in many lines of trade and in many places. No factor that can help him to secure an advantage is overlooked by the German exporter. An example of this was shown by the fact that German manufacturers of print cloths sent out agents to learn the colors most in favor with the natives of various tropical countries, and have since been making up these colors for use in this class of trade. They appreciate the fact that with the native of Africa or the Philippines a gaudy color is a greater inducement to buy than is a durable quality in the material.

ment to our than is a control of the Philadelphia.

Mr. William Harper of the Philadelphia commercial museum, who recently returned from a tour of commercial observation that carried him around the world, said on this "The American exporter has made a good

The American exporter has made a good beginning in almost every market of any importance that I visited. But everywhere I found the Germans pressing him closely, In some places they have gained the advantage over Americans purely on account of ignorance or indifference on the part of the latter. All the little advantages the latter. All the little advantages in the style and method of preparation of their goods the Germans have mastered thoroughly. Where competition is close these matters of detail sometimes turn the scale. 'For instance, German goods have gained a headway over American producer is For instance, German goods have gained a headway over American products in Venezuela in several lines. In shipping cloths and similar goods into Venezuela the United States exporters pack them in big wooden cases, as they do for the home market. As the tariff duty is levied on the gross weight of articles the American product must pay duty on twenty or thirty pounds of wooden packing case.

How the Germans Special

How the Germans Succeed.

"The German, on the other hand, wraps is cloths in coarse blankets, which are fit for sale after they have served as wrappings. The whole is incased in light canvas. The difference between these two modes of packing is enough to leave a mar-

modes of packing is enough to leave a margin of profit for the German.

"This is only one illustration out of dozens that I noted bearing on the same point. Wherever I went I encountered the German salesman, speaking the language of the country and urging the merits of his wares. It was a rare thing to meet the representative of an American house. Our exporters rely apparently upon their catalogues or on the foreign buyers' visits to the United States to effect sales.

"The Germans will work for years to get control of even the least important market.

"The Germans will work for years to get control of even the least important market. They will modify the patterns of their goods, offer inducements, change little details of form or appearance—anything to get a start. In dealing with foreign trade that is a wise course, but the Americans haven't had the pattence for it or haven't under-

had the patience for it, or haven't under-stood that it was necessary.

"Take the case of the Germans in China, for example. While the English and Ameri-cans have been fishing for big concessions, and have obtained some, the Germans have been worming their way into the country inch by inch. They have entertained the native governors lavishly, have made flatworld's trade during this period has been world's trade during this period has been shared by other nations, chiefly by Germany and the United States.

The following table, showing, in round numbers, the exports of each of these countries for 1880, 1890 and 1898, brings this fact clearly to view:

While they have soon the country, they have goods shall get into the country, they have san army of trade occupation. They have seemed valuable privileges that will enable them to secure a big part of the trade of the Yang-Tse-Kiang valley, the richest section of China. Our American traders have tion of China. Our American traders have smiled at this penny-wise policy of their rivals, but it has accomplished results which they cannot afford to ignore."

In South America.

According to Americans who have recenty visited South America, the same situation prevails in Chile and the other South American countries. German salesmen have overrun the country with cheap goods made in imitation of American products. They have learned to pack their exports in small and broken lots. They have always on hand a lot of out-of-date goods which they are ready to throw upon any market that will

them. The following table, showing the exports from the three countries to Chile, Mexico and Cape Colony, ilustrates the enormous strides that Germany has made in securing American exporters:

Exports to Chile.

United Great Britain. Germany. \$16,823,000 \$8,346,000 1891. 27,824,000 \$12,075,000 1897. 29,073,000 16,474,000 \$2,623,000 4,450,000 Exports to Mexico. | Great Britain | Germany | United States | 1880 | \$6,338,000 | \$2,843,000 | \$22,603,000 | 1896 | 7,905,000 | 4,303,000 | 20,144,000 | 1808 | 8,105,000 | 4,781,000 | 21,490,000 |

Exports to Cape Colony. 1886. \$16,100,000 \$250,000 1891. \$5,150,000 \$250,000 1898. \$57,215,000 \$3,801,000 On account of the sharp competition there is a more intense feeling between our manufacturers and those of Germany than exists toward our competitors among

other nationalities. An American Victory. There was an instance of this in the

open rejoicing over the recent announcement that the contract for Russia's supply of new rapid-firing guns would be awarded to American firms. Heretofore, when Russia wanted guns, Germany has when Russia wanted guns, Germany has made them. Germany expected to make them this time, but before awarding the contract Russia quietly inspected some American ordnance, with the result that the greeter part of her enormous order will come to this side of the Atlantic.

Hardly a week passes without some case such as this, in which American producers get the better of their German rivals or

get the better of their German rivals or vice versa. Now it is mining machinery, at another time electrical supplies, and at others cotton cloth or agricultural imple-ments. Wherever there is a big contract to be awarded the German and the Yankee are both reaching out for it. When American wins a contract or a line trade away from the German he feels like jumping up and clicking his heels to-gether, and when the German is successful he makes a face at his rival, figuratively speaking, before he goes home to fill the order.
One curious phase of the Germans' alli-

absorbing search after information regarding American manufactures is reported by a tourist concern, which is engaged in conducting parties of Europeans through the United States. An officer of

this company says:
"There is a considerable increase in the number of Germans visiting the United States at the present time. The great ma-jority of foreign visitors to this country are either English or Germans, and the latter form a greater proportion now than ever before. The Englishmen dome for sightseeing, but the Germans are nearly all interested in studying some line of manufacturing or some particular concern. They will spend weeks in studying a single

Deep Frost in Minnesota.

From the St. Paul Dispatch. Telephone linemen, in digging a hole for a tall pole, made an unusual discovery at 6th street and 17th avenue north, Minneapoliş, yesterday. After digging seven feet the linemen encountered frozen earth, the frost helt being over a foot thick. The frost belt being over a foot thick. The belt was protected by several feet of dense peat, which served as a blanket to keep out the hot air from above.

Misdirected Zeal. From the Indianapolis Journal.

"Why the dickens don't you stop?" asked the angry householder. "The fire is all out." "I allow it is," admitted the leader of the village hose company, "but they is three winders not broke yet."

"How did you and mamma come to get married, anyhow?" asked Johnnie Chaffie of his father.

"Ask your mamma. She knows more about it than I do," was the reply.—Tit-